

Message Text

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PAGE 01 STATE 217130
ORIGIN EA-12

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-----115618 260611Z /21
R 252121Z AUG 78
FM SECSTATE WASHDC
TO AMEMBASSY TAIPEI

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E.O. 11652:N/A

TAGS:ETRD, TW

SUBJECT:WESTINGHOUSE: RAILWAY BID

1. MIDDLETON MARTIN (223-4040), AN ATTORNEY FROM THE WASHINGTON FIRM PATTON, BOGGS AND BLOW, PHONED TO ASK DEPARTMENT'S ADVICE ON BEHALF OF WESTINGHOUSE ELECTRIC CORP. WHICH IS BIDDING ON A \$1.7 MILLION RAILWAY SUB-CONTRACT IN TAIWAN. ACCORDING TO MARTIN, WESTINGHOUSE WHOSE BID WAS LOWEST (\$1.75 MILLION) IS AFRAID THAT ITS BID WILL BE DISQUALIFIED ON MINOR TECHNICAL GROUNDS IN FAVOR OF THE SECOND LOWEST BIDDER, A JAPANESE FIRM, WHOSE BID IS 16 PERCENT HIGHER THAN WESTINGHOUSE'S. MARTIN STATES THAT WESTINGHOUSE HAS SENT LETTER STATING THAT IT WILL MEET EVERY TECHNICAL REQUIREMENT OF THE BID AND ALSO ADJUST ITS BID TO EXACTLY \$1.7 MILLION, AS CONTRACTING AGENCY (PRE-SUMABLY CTC) HAS REQUESTED. MARTIN ASKED WHAT ASSISTANCE WE MIGHT BE ABLE TO PROVIDE WESTINGHOUSE.

2. DEPTOFF SUGGESTED THAT, SINCE MARTIN WAS NOT CERTAIN OF DETAILS, IT WOULD BE DESIRABLE FOR WESTINGHOUSE REP IN LIMITED OFFICIAL USE

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TAIPEI TO CONTACT EMBASSY AND REVIEW SITUATION. MARTIN AGREED TO INSTRUCT WESTINGHOUSE REP TO DO SO.

3. EMBASSY SHOULD DISCUSS PROBLEM WITH WESTINGHOUSE REP AND TAKE WHATEVER ACTION IS APPROPRIATE. DEPT WOULD APPRECIATE REPORT. CHRISTOPHER

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Message Attributes

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Disposition Approved on Date:
Disposition Case Number: n/a
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Previous Handling Restrictions: n/a
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